



News

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Agri-Mark Selected as Dairy Exporter of the Year by Dairy Foods Magazine

The co-op will be recognized for helping to build profitable whey protein and non-fat powder markets throughout the world for U.S. dairy farm families

Methuen, Mass. -- The Agri-Mark dairy cooperative, owned by Northeast dairy farm families, has been selected as the 2013 Exporter of the Year by *Dairy Foods Magazine*, the leading dairy products publication in the U.S. The publication will present the Tom Camerlo Exporter of the Year Award to Agri-Mark officials at the annual meeting of the U.S. Dairy Export Council (USDEC) in Chicago in October. This award, named for the former chairman of the organization, is sponsored by USDEC.

"This award is a tribute to both our employees and members alike. This recognizes the many people across our company who work to ensure that we are producing and marketing such high quality cheese, whey and nonfat dry milk products," says Rich Stammer, Agri-Mark President and CEO. "It is also a tribute to our farmer-members who provide our plants with a superior milk supply and had the wisdom to invest in a whey protein facility in 2000, when the market was still in its infant stages."

Among the reasons *Dairy Foods Magazine* says they selected Agri-Mark are:

- The co-op's long-time and significant commitment to the export of dairy foods, including high value cheese for the retail and foodservice markets, and WPC 80 (whey protein concentrate that is 80 percent protein) and whey permeate. Agri-Mark also markets nonfat dry milk through its membership in the Dairy America marketing cooperative. Agri-Mark has export sales to over 30 countries.
- Agri-Mark's advocacy of the nutritional benefits of whey protein, helping to raise the global awareness of this ingredient through its charter membership in the U.S. Whey Protein Research Consortium and whey product promotional efforts and support.
- Agri-Mark's active participation in USDEC activities, including trade missions, seminars and trade shows.
- Agri-Mark's active participation during the past 10 years in the International Whey Conferences held in both the USA and Europe.

Agri-Mark will be the subject of a feature article to be published in the November issue of *Dairy Foods Magazine*. The co-op started manufacturing and marketing whey proteins in June of 2000, the same

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year they joined Dairy America, an organization formed and run by U.S. dairy cooperatives which seeks to maximize the return to each cooperative on the milk powder sold by working together in the marketplace. Dairy America is the largest marketer and exporter of nonfat dry milk powder and skim milk powder in the world. Since 2000, nonfat milk margins have improved and whey protein sales have added significantly to Agri-Mark's year-end profits. The past six years have been the most consistently profitable in the history of the co-op, due to the continued strength of its branded sales, a solid fluid customer base and strong whey product sales. Agri-Mark pays out 100 percent of its profits each year to its farmer-owners.

Agri-Mark employee Peter Gutierrez, Agri-Mark's V.P. of Global Ingredient Sales, routinely travels the world on behalf of the co-op's members, building new, profitable markets for the co-op's whey protein concentrate, whey permeate and nonfat dry milk. Peter is Agri-Mark's representative to USDEC and a member of the Dairy America Board of Directors. Peter is also an active participant in the whey promotional efforts of the American Dairy Product Institute, the US Dairy Export Council Market Access and Trade Policy Committees and the Whey Protein Research Consortium.

"It has been a long-term team effort to build our whey product and nonfat dry milk sales to where they are today," says CEO Stammer. "I am especially proud that this award comes on the heels of our excellent success this year at the American Cheese Society Awards, the New York State Fair and other industry competitions. The Dairy Exporter of the Year Award further demonstrates that we are working hard at all levels to produce the best dairy products possible throughout all our operations to increase returns for our dairy farmer-owners!"

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Agri-Mark, with \$881 million in 2012 sales, markets more than 300 million gallons of farm fresh milk each year for more than 1,250 dairy farm families in New England and New York. The cooperative is headquartered in Methuen, Mass., has been marketing milk for dairy farmers since 1913, and actively represents their legislative interests in the Northeast and in Washington, D.C.

Agri-Mark farmers own the award-winning Cabot brand of Vermont Cheddar, butter and other dairy products in addition to the McCadam brand of New York Cheddar, Pepper Jack and other cheeses. Cabot has won the award of World's Best Cheddar twice and McCadam recently won the award of America's Best Cheese.

Agri-Mark has also invested in operations to manufacture and market valuable whey proteins globally while also marketing fresh fluid milk from its local farm families to the region's largest dairy processors. For more information about Agri-Mark, visit our web site at www.agrimark.coop.